

Trusco Nakayama Corporation Fiscal Year Ending December 2026 Monthly sales results

(Non-consolidated) Net sales by sales segment

(Unit: million yen, %)

	Year	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Factory route	2026	16,735	17,847	22,374	21,108	17,601	20,631	21,321						137,620
	2025	15,793	17,109	20,379	16,996	16,570	18,624	19,832						125,305
	YoY change	+ 6.0	+ 4.3	+ 9.8	+ 24.2	+ 6.2	+ 10.8	+ 7.5						+ 9.8
	Plan ratio	+ 1.6	△ 0.6	+ 1.2	+ 16.5	+ 6.7	+ 0.3	+ 0.4						+ 0.1
e-business route	2026	6,785	6,849	8,377	8,331	7,026	7,474	8,134						52,978
	2025	5,707	6,045	6,792	6,349	6,105	6,557	7,112						44,669
	YoY change	+ 18.9	+ 13.3	+ 23.3	+ 31.2	+ 15.1	+ 14.0	+ 14.4						+ 18.6
	Plan ratio	+ 5.4	+ 3.2	+ 10.0	+ 19.7	+ 13.0	+ 0.4	+ 4.8						+ 0.7
Home center route	2026	2,043	2,254	2,831	3,076	2,523	2,586	2,747						18,064
	2025	2,131	2,019	2,435	2,607	2,185	2,338	2,463						16,181
	YoY change	△ 4.1	+ 11.7	+ 16.3	+ 18.0	+ 15.5	+ 10.6	+ 11.5						+ 11.6
	Plan ratio	△ 8.1	+ 0.4	+ 5.7	+ 17.3	+ 7.8	+ 0.1	+ 5.4						+ 0.8
Overseas route	2026	221	188	226	231	223	232	232						1,557
	2025	183	164	205	188	203	210	222						1,380
	YoY change	+ 20.9	+ 14.4	+ 9.9	+ 22.9	+ 9.9	+ 10.3	+ 4.3						+ 12.8
	Plan ratio	+ 22.5	+ 3.5	△ 2.5	+ 5.9	△ 3.1	△ 3.5	△ 3.5						△ 6.0
〔Total〕	2026	25,786	27,140	33,810	32,748	27,376	30,924	32,434						210,220
	2025	23,815	25,338	29,813	26,141	25,064	27,731	29,631						187,536
	YoY change	+ 8.3	+ 7.1	+ 13.4	+ 25.3	+ 9.2	+ 11.5	+ 9.5						+ 12.1
	Plan ratio	+ 1.9	+ 0.4	+ 3.6	+ 17.3	+ 8.2	+ 0.3	+ 1.9						+ 0.3

Number of business days	Days	19	18	21	21	18	22	22	20	19	21	19	22	242
	YoY change	+ 0	+ 0	+ 1	+ 0	△ 2	+ 1	+ 0	+ 0	△ 1	△ 1	+ 1	+ 0	△ 1

Net sales per day

(Unit: million yen, %)

	Year	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Total	2026	1,357	1,507	1,610	1,559	1,520	1,405	1,474						1,490
	2025	1,253	1,407	1,490	1,244	1,253	1,320	1,346						1,330
	YoY change	+ 8.3	+ 7.1	+ 8.0	+ 25.3	+ 21.4	+ 6.4	+ 9.5						+ 12.1

(Non-consolidated) Net sales results by department and comparison with the same month of the previous year

(Unit: million yen, %)

	Year	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Cutting tools	2026	783	828	957	917	867	979	952						6,285
	2025	702	756	824	790	706	770	825						5,376
	YoY change	+ 11.5	+ 9.4	+ 16.1	+ 16.1	+ 22.8	+ 27.1	+ 15.3						+ 16.9
Production processing tools	2026	1,875	2,080	2,453	2,071	1,834	2,221	2,261						14,798
	2025	1,810	1,940	2,312	1,900	1,889	2,008	2,070						13,931
	YoY change	+ 3.6	+ 7.2	+ 6.1	+ 9.0	△ 2.9	+ 10.6	+ 9.2						+ 6.2
Construction Supplies	2026	3,043	3,262	3,851	3,567	3,029	3,383	3,573						23,711
	2025	2,852	2,988	3,397	3,043	2,888	3,055	3,299						21,525
	YoY change	+ 6.7	+ 9.1	+ 13.4	+ 17.2	+ 4.9	+ 10.7	+ 8.3						+ 10.2
Work Supplies	2026	4,674	4,780	5,855	7,354	5,413	5,965	5,862						39,906
	2025	4,382	4,495	5,015	4,896	4,689	4,877	5,142						33,499
	YoY change	+ 6.7	+ 6.3	+ 16.7	+ 50.2	+ 15.4	+ 22.3	+ 14.0						+ 19.1
Hand tools	2026	4,354	4,554	5,573	4,808	4,178	4,866	5,034						33,369
	2025	4,119	4,453	5,177	4,427	4,085	4,342	4,685						31,290
	YoY change	+ 5.7	+ 2.3	+ 7.6	+ 8.6	+ 2.3	+ 12.1	+ 7.4						+ 6.6
Environmental safety Supplies	2026	4,838	5,167	6,691	6,959	6,074	6,762	7,742						44,236
	2025	4,416	4,669	5,613	5,108	5,278	6,591	7,293						38,971
	YoY change	+ 9.6	+ 10.7	+ 19.2	+ 36.2	+ 15.1	+ 2.6	+ 6.2						+ 13.5
Logistics/StorageSupplies	2026	2,434	2,561	3,195	2,594	2,217	2,651	2,737						18,392
	2025	2,319	2,447	3,021	2,478	2,229	2,354	2,501						17,353
	YoY change	+ 5.0	+ 4.7	+ 5.7	+ 4.7	△ 0.5	+ 12.6	+ 9.5						+ 6.0
LaboratorySupplies	2026	1,000	1,070	1,341	1,138	968	1,130	1,193						7,844
	2025	949	976	1,153	970	937	968	1,070						7,026
	YoY change	+ 5.4	+ 9.6	+ 16.3	+ 17.4	+ 3.3	+ 16.7	+ 11.5						+ 11.6
Office Supplies/ Storages	2026	2,616	2,671	3,673	3,160	2,552	2,715	2,842						20,233
	2025	2,134	2,458	3,134	2,366	2,197	2,603	2,577						17,472
	YoY change	+ 22.6	+ 8.7	+ 17.2	+ 33.6	+ 16.2	+ 4.3	+ 10.3						+ 15.8
Other Products	2026	163	163	217	175	239	247	234						1,443
	2025	128	152	161	159	162	158	166						1,088
	YoY change	+ 27.5	+ 7.3	+ 34.8	+ 10.4	+ 47.8	+ 56.2	+ 41.3						+ 32.6
〔Total〕	2026	25,786	27,140	33,810	32,748	27,376	30,924	32,434						210,220
	2025	23,815	25,338	29,813	26,141	25,064	27,731	29,631						187,536
	YoY change	+ 8.3	+ 7.1	+ 13.4	+ 25.3	+ 9.2	+ 11.5	+ 9.5						+ 12.1

※An upward revision to the full-year budget was made on August 7, 2026. Figures for January to June are compared to the initial budget, while figures for July onwards are compared to the revised budget.

※Since the December 2022 fiscal year, we have applied the Accounting Standard for Revenue Recognition (ASBJ Statement No. 29) and related standards.